

Business Development Manager

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Company: Glu Recruit

Location: United Kingdom

Category: other-general

The role:

As Business Development Manager you will be designated a region of used car dealerships, with a view to developing the awareness and penetration of our portfolio of used car products.

Regular review of current business within the designated area of responsibility, ensuring you are maximising the support offered to any existing clients.

Ensuring account performance corresponds with the partnership agreement – including support with credit control.

Working within the region to promote the strength of the company history, the brand, and their products, with a view to securing additional business from new clients.

Adequately assess any opportunities to confirm there are benefits for all parties involved before onboarding.

Maintain adequate training of any new and existing accounts so clients can receive maximum benefit throughout our partnership.

To work within the company's digital platform to maintain and manage sales performance, prospecting, forecasting and market area development.

The successful candidate:

Proactive and self driven

Driven to achieve and work with targets.

Able to adapt your level of communication and approach to suit the client.

Able to work competently with a laptop, tablet and various other software programmes.

Flexible enough to be able to work away from home when required.

Sales experience is desirable but not essential.

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